

## **Invitation to tender Manufacturing the future – growth initiative in Lolland-Falster-Vordingborg**

The Working Group for Growth Programme Lolland-Falster-Vordingborg (GPLFV) calls for tenders for an international expert on generating business partnerships and collaboration, who can help us develop agile, profitable companies with a global outlook.

Deadline for the applications is Friday July 28<sup>th</sup> 2017.

### **Budget**

The budget for the project is 580 000 DKK. (any possible VAT is included in budget)

The budget shall cover all ordinary expenses for carrying out the project as well as all travel expenses.

### **Deadlines**

The deadline for the tender is July 31st 2017. All the needed documents need to be delivered by this time. Any material that has arrived after the deadline shall not be taken into consideration.

The decision will be taken in august 2017. All tenderers will be informed of the results.

Project funding is contingent on GPLFVs receipt of a framework grant from the Ministry of Business and Economy and Region Zealand. The confirmation of this grant is expected in August 2017.

The project is intended to commence as soon as possible, and go on over a period of 10-12 months.

### **Tenderer**

The successful tenderer will be an international expert on generating business partnerships and collaboration, who can help us develop agile, profitable companies with a global outlook.

The selected expert must have well document expertise in identifying and developing companies' business potential. The selected consultant must be a leading expert on international trends such as clusters, industry 4.0 and circular economy.

For this particular initiative, we are looking for an international, high-level profile, but good knowledge of Denmark and Scandinavia is important.

### **Background and ambitions**

Three municipalities and two business development organisations in Lolland, Falster and Vordingborg have joined forces to drive economic development.

This is a frontrunner initiative targeted towards a limited number of small and medium sized companies with potential for growth.

This initiative focuses on developing the companies' external relations, such as:

- Joint ventures with other companies locally, regionally, nationally or internationally.
- Activating profitable collaborations between SMEs to, for example, breaking into and/or diversifying into new markets; and developing new products and services.
- Increasing the awareness of SMEs to new market, business and investment opportunities and threats arising from, for example, new circular economy business models, digitalisation and transitioning to industry 4.0.
- Collaboration with education, research, clusters, locally, regionally, nationally or internationally.
- Advancing the companies to match with existing support infrastructure options such as innobooster etc.

The project focuses particularly – although not exclusively - on companies within manufacturing and food processing. The tenderer is expected to be particularly knowledgeable about global value chains in these these areas.

We would like to offer companies within Lolland-Falster-Vordingborg a sequence of 1-1 meetings with a high level, international expert.

This is a tailored initiative where we, together with the company manager explore the trends influencing this particular company now and in the years to come. The dialogue emerges at the identification specific potentials. The development of a specific idea, for instance a collaboration, a joint venture or an investment. The team will work together to develop this particular idea and make sure that it is implemented.

The primary target is:

1. Companies entering the programme will develop new business and knowledge collaborations.
2. Companies entering the programme are satisfied with the outcomes and knowledge gained.

We invite the tenderer to suggest more specific and measurable targets.

The programme has a number of additional targets:

- Lifting ambitions and confidence among the participating companies – as an inspiration to other companies in the (sub)region.
- Strengthening skills in the local business service and the relations with local companies.
- A boost of international image and ambitions through the inspiration from the international expert.
- Boosting the ecosystem: getting more companies to get involved with external partners, including Scale-up Denmark, The Export Council and national cluster initiatives.
- The learning points from the company dialogue will inform further initiatives in the growth programme.

The external expert will be responsible for undertaking the programme in close collaboration with Business Lolland-Falster and Vordingborg Erhverv. The tenderer is invited to suggest the nature of the collaboration.

Selecting the companies, will be guided by a list of criteria in an open process where companies can enlist to the program. This process opens for the participation of a limited number of companies. The tenderer is invited to suggest criteria and focus (for instance relevant size of companies, ownership, industry)

### **Tenders**

The open tenders shall be submitted and sent by e-mail to Bjarne E. Jensen (bejen@guldborgsund.dk)

When evaluating the tenders, the following aspects will be looked into:

- Premium experience in the field.
- General competence and qualifications of expert(s).
- Design and plan of work and choice of methods.
- Timeframe.
- Scheduled time and costs, salary per hour and other expenses.

Tenders will be evaluated and concluded upon by a working group consisting of staff from Guldborgsund Kommune, Lolland Kommune, Vordingborg Kommune, Business LF and Vordingborg Erhverv.

In case the working group decide that no sufficient tenders have been submitted, the tender procedure may be cancelled.